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Message Text

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ACTION NEA-10

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ATHENS FOR RTDO USDOC FOR CAGNE

E.O. 11652: N/A
TAGS: BEXP, TC
SUBJECT: MANAGEMENT OF DUBAI'S JEBEL ALI PORT (UAE)

REF: A. USDOC 12531, B. ABU DHABI 1908 C. ABU DHABI 1830,
D. ATHENS 5978

1. SUMMARY: IN A MEETING ON JUNE 27, THE RULER OF DUBAI ASKED THAT US FIRMS WISHING TOMANAGE THE INDUSTRIAL PORT AT JEBEL ALI COMMUNICATE WITH HIM THROUGH THE EMBASSY'S DUBAI OFFICE. SINCE THEN HE HAS ASKED THAT ONE FIRM CALL ON HIM DURING HIS UPCOMING TRIP TO LONDON. TELEGRAM UPDATES AND REVIEWS PREVIOUS REPORTING ON JEBEL ALI PROJECT AND RULER'S DESIRES. POST GRATEFUL FOR FINE COMMERCE SUPPORT. END SUMMARY.

2. AS A RESULT OF TAPPER TELEX (REF A), OIC DUBAI MET SHAIKH RASHID MORNING JUNE 27. SHAIKH RASHID,THE RULER OF DUBAI, RE-AFFIRMED HIS DESIRE TO SEE PERSONALLY TENNECO/NEWPORT NEWS AND OTHER US FIRMS WHICH WRE QUALIFIED AND INTERESTED IN MANAGING THE PORT AT JEBEL ALI. RASHID INSTRUCTED THAT WE BE GIVEN TECHNICAL INFORMATION ON THE PORT
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AND THE PLANS FOR THE ECONOMIC DEVELOPMENT OF THE JEBEL ALI AREA. HE ADDED THAT HE WOULD PREFER IT WERE FUTURE COMMUNICATIONS BETWEEN COMPANIES INTERESTED IN THE MANAGEMENT OF THE PORT AND THE GOVERNMENT OF DUBAI BE MADE THROUGH THE EMBASSY'S DUBAI OFFICE. RULER ASSURED OIC DUBAI THAT NO HARM HAD BEEN DONE BY TENNECO'S DIRECT COMMUNICATION WITH AMBASSADOR

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TAJIR'S OFFICE ADDING AGAIN, HOWEVER, THAT HE WANTED
PERSONALLY TO SEE ALL QUALIFIED APPLICANTS.

3. ON JULY 7, OIC MET WITH HUMAID BIN DREI, RASHID'S
CHIEF OF PROTOCOL, AND PASSED NAMES OF COMPANIES LISTED REFS A AND
D. BIN DREI TOLD OIC WE COULD EXPECT TECHNICAL DATA "WITHIN A FEW DAY
S".
ON JULY 10, BIN DREIN INFORMED OIC THAT SHAIKH RASHID PLANS TO VISIT
LONDON FOR TEN TO FIFTEEN DAYS, BEGINNING JULY 14. WHILE THERE, RASHI
D
WOULD LIKE TO MEET OFFICIALS OF TENNECO/NEWPORT NEWS--ON JULY 20
IF POSSIBLE. (WE HAVE INFORMED TENNECO DIRECTLY BY TELEX).

4. ON JULY 12, UNLESS LOCAL RELIGIOUS HOLIDAYINTERVENES, OIC WILL MEE
T
WITH REPRESENTATIVES OF HALCROW MIDDLE EAST FOR BRIEFING ON PORT AND
ITS
SURROUNDING INDUSTRIAL AREA. WE HAVE ASKED HALCROW FOR SUCH ECONOMIC
FEASILIBILITY SUTDIES AS MAY EXIST FOR THE NEW HARBOR. IN ADDITION, W
E
ASKED HALCROW TO GIVE US DETAILED INFORMATION ONTHE PORT ITSELF. THEY

HAVE PROMISED TO DO SO. AFTER THE MEETING WITH HALCROW, OIC ALSO HAS
AN
APPOINTMENT WITH SKAIKH RASHID TO REVIEW DETAILS, ETC (WE WILL REPORT

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THE RESULTS OF THESE MEETINGS TELEGRAPHICALLY.)

5. THIS REPORT WILL, WE HOE, BE FILLED WITH TECHNICAL
INFORMATION WHICH WILL ALLOW FIRMS INTERESTED IN MANAGING THE PORT
TO EVALUATE THEIR CHANCES. ADDITIONALY, WE PRESENT BELOW A BRIEF
SMMARY OF OUR REPORTING ON THE JEBEL ALI PROJECT. WE SUGGEST CAGNE PA
SS
THIS INFORMATION TO INTERESTED FIRMS. THOSE WHO ARE STILL INTERESTED
MAY
THEN SEEK AN APPOINTMENT WITH SHAIKH RASHID AFTER HIS RETURN TO DUBAI
ON OR ABOUT AUGUST FIRST. AS RAMADA (A PERIOD OF RELIGIOUS FASTING DU
RING
WHICH ALMOST ALL COMMERCIAL ACTIVITY COMES TO A STAND-STILL) BEGINS O
N
AUGUST 15, INTERESTED FIRMS WILL WANT TO SCHEDULE THEIR APPOINTMENTS
WITH
SHAIKH RASHID DURING THE FIRST TWO WEEKS OF AUGUST.

6. THE JEBEL ALI PROJECT IS A MAMMOTH UNDERTAKING WHICH IS PLANNED TO

INCLUDE CONSTRUCTION OF A SEVENTY-EIGHT BERTH INDUSTRIAL PORT, AN IN-

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DUSTRIAL AREA AND A CITY OF PERHAPS NINETY-THOUSAND POPULATION. THE
INDUSTRIAL SEAPORT IS CURRENTLY UNDER CONSTRUCTION AND, ASMENTIONED I
N
REF C, SHAIKH RASHID EXPECTS THE FIRST TEN BERTHS TO BE COMPLETED BY
MARCH 1978. THE PORT SHOULD BE FINISHED, IF EVERYTHING GOES ACCORDING

TO PLAN, BY 1981. THREE MAJOR INDUSTRIAL PROJECTS ARE BEING BUILT AT
THE MOMENT. THEY ARE; AN ALUMINUM SMELTER, A GAS PLANT WHICH WILL FUE
L
THE SMELTER, AND A SERIES OF THREE SIXTY MEGAWATT GENERATORS WHICH AR
E
DESTINED TO PROVIDE ELECTRICAL POWER FOR THE CITY OF DUBAI. ALREADY
OPERATING WITHIN TEN MILES OF JEBEL ALI ARE AN AUTOMATED CEMENT BLOCK

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AND SLAB FACTORY, A SMALL ASPHALT PLANT, AND A LAND STATION FOR
SATELLITE COMMUNICATIONS.

7. AS WE MENTIONED IN REF C, DUBAI'S CURRENT PORT, PORT RASHID, IS BE
ING
MANAGED BY A BRITISH FIRM, GRAY MACKENZIE. SHAIKH RASHID AND OTHERS H
AVE
TOLD US THAT GRAY MACKENZIE WOULD LIKE TO TAKE ON THE MANAGEMENT OF T
HE
PORT AT JEBEL ALI. IN HIS CONVERSATIONS WITH OIC DUBAI, RASHID IMPLIE
D
THAT HE PLANS TO PAY WHOEVER TAKES OVER JEBEL ALI PORT A PORTION OF T
HE
FEES PAID BY SHIPS USING THE HARBOR AND THAT HE EXPECTS THE MANAGING
FIRM
TO PUT UP ITS OWN CAPITAL FOR CRANES, TRUCKS, ETC. HE CURRENTLY FOLLO
WS
THIS PROCEDURE INPORT RASHID.

8. IN REPLY TO PARAGRAPH THREE OF REF A, WE HAVE RECEIVED THE RYAN-
WALSH LITERATURE AND PLAN TO GIVE IT TO SHAIKH RASHID DURING THE JULY
12
MEETING. (BOTH TENNECO'S AND RYAN-WALSH'S LITERATURE IS QUITE GOOD,
PARTICULARLY SO BECAUSE BOTH COMPANIES HAVE PROFUSELY ILLUSTRATED THE
IR
BROCHURES. SHAIKH RASHID NEITHER SPEAKS NOR READS ENGLISH, AND, THUS,

IT WOULD HELP US IN PRESENTING COMPANIES' REQUESTS FOR APPOINTMENTS I
F
EACH COULD SEND US SIMILARLY ILLUSTRATED MATERIAL.

9. WE MUCH APPRECIATE EXCELLENT BAK-UP JOB CAGNE AND RTDO ATHENS
ARE DOING (REFS A AND D) AND REGRET ANY DIFFICULTIES CAUSED CAGNE AND
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COMPANIES BY REF B AND SHAIKH RASHID'S PREFERRED METHOD OF TRANSMISSI
ON.
(FYI-AS THE MANAGEMENT OF JEBEL ALI PORT MAY PROVE QUITE LUCRATIVE,
LOCAL BUSINESSMEN ARE EAGERLY TRYING TO GET A SLICE OF THE ACTION. TW
O
HAVE CALLED ON THE OIC TO DISCUSS REPRESENTING US FIRMS WHICH MAY BE
INTERESTED IN MANAGING THE PORT. SHAIKH RASHID WANTS TO MEET THE RE-
PRESENTATIVES OF THE US FIRMS HIMSELF AND HEAR WHAT THEY HAVE TO SAY.
WE SUSPECT HE WANTS TO LEAVE IMSELF AS MUCH ROOM AS POSSIBLE TO MAKE
A
FREE CHOICE. END FYI.)
DICKMAN

NNN

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